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FACILITIES FACETS



NEW JERSEY DIVISION OF VOCATIONAL REHABILITATION SERVICES

Volume 5 Number 2

Summer 1987

Clarification

The Spring 1987 issue of Facilities Facets newsletter contained Facilities Quarterly Reports which inadvertently were not labeled First Quarter 1987 statistics. Please note the Spring issue contained reports for the period covering (October 1, 1986 - through December 31, 1986).

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Director's Directions

We recently completed the negotiations and approval of our FY 85 extended employment contracts with thirty-one participant sponsoring facilities.

This year we were able to base our contract awards on my staff's cost-study of 24 representative extended employment programs which were provided by approved rehabilitation facilities during the 1982-1983 fiscal years. The statistical results of this study on which we based our non-personnel costs' per diem are presented below.

Authorized Facility Client Positions

One to 50 (8)

Per Diem: High	- \$3.75
Median	- 3.00
Mean	- 3.40
Low	- 1.56

55 to 125 (14)

Per Diem: High	- \$3.54
Median	- 2.20

185 W. STATE ST.
TRENTON, N.J.

130 and Over (2)	- 2.20
	- 1.04
Per Diem: High	\$2.19
Median	- 2.00
Mean	- 2.00
Low	- 1.78

Establishment Rate

Adjusted for Inflation and Maximum/Minimum Rates:

One to 50 (8)	- \$3.25
55 to 125 (14)	- \$2.75
130 and Over (2)	- \$2.25

The above costs were computed at 50% of the total non-personnel costs determined reasonable in the facilities studies. Non-personnel costs include all costs such as occupancy, administration, and depreciation, except personnel.

Since the net subcontract revenue available to fund these costs averaged 53% of the total non-personnel costs in all facilities studied, a standard factor of 50% was established statewide. Using a standard rate eliminates the incentive/disincentive for workshops to seek higher-priced subcontracts and make their production operations more efficient.

Because of the negative financial impact of the funding rates established as a result of this study on some facilities, we decided not to compute a facility's eligible costs for funding at a level less than the previous year. However, the total state appropria-

DIRECTOR'S DIRECTIONS (cont'd)

tion was still only sufficient to cover 89.3% of the total costs we recommend for funding extended employment contracts in FY 85.

Although we have requested \$5,500,000 in FY 86 for this program, current program growth rates will probably not permit us to revise either our EE contracts'

NOTE: Director's Directions is being reprinted from Facilities Facets Vol. II; Number 04, Fall 1984

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Some Observations On Dropouts

By John D. Kelliher, Chief, Facilities

Much is made about the number of referrals that are made to a facility. High referrals, good times, low referrals, bad time. But is this so? Does the facility get paid for the referral or for the client service day?

With this in mind I dug into the data that we have been collecting for the last several years and came up with some interesting information. A lot of people who start facility programs leave before the program is over. While there is a lot more information that would go into a complete picture of why these people leave it might be interested to take a quick and dirty look at what we have and do some speculation.

Our data covers the period from the first quarter of fiscal 1985 and runs through the first quarter of fiscal 1987, a total of nine quarters.

Starting with evaluation we find that 1208 people dropped out of evaluation. We don't know if they dropped out on the first day or the last but we can assume that each of these individuals was most probably early in their program or else they probably would have been

written up as completed evaluations.

It is interesting to note that 34.4% of these people were reported as self-terminated. They left because they wanted to. What does this say? They saw no value to the program offered them, they didn't feel comfortable in their surroundings, they had a better offer? The next largest category was exacerbation of disabling condition at 18.8%. A significantly lower percentage.

Turning to Work Adjustment Training we find a very similar picture. Here 34.0% of the total of 639 drop-outs left of their own choice. The second leading reason was change in life circumstances at 16.5%.

Skill Training showed 85 drop-outs with again 32.9% dropping out of their own. Exacerbation of disabling condition was the second most common reason with 24.7%.

The picture in Sheltered Employment isn't a lot different. Of the 667 dropouts reported (for only the last 7 quarters) 30.6% were self terminations. The big difference was that there was a close runner-up in change in life circumstances at 28.9%.

Reason	Change Refer Cond	Exac Prob	Behav Benefi	Inabil Total Life other
Evaluation	139, 98,	227, 416	123, 1208	205, 100%
Percent	11.5%, 10.2%, 34.4%,	18.8%, 17.0%, 100%	8.1%, 100%	
Work Adj Train	106, 68,	90, 217,	81, 639	77, 100%
Percent	16.5%, 12.6%, 10.6%,	14.0%, 12.0%, 34.0%,	100%	
Skill Training	10, 28,	21, 85	12, 10,	4, 100%
Sheltered Emp	193, 91,	89, 204,	64, 667*	26, 100%
	28.9%, 38.9%, 30.6%,	13.3%, 13.6%, 100%	9.6%, 100%	

SOME OBSERVATIONS ON DROPOUTS

By John D. Kelliher, Chief,
Facilities (cont'd)

- * - represents 7 quarters only,
others 9 quarters

This is an interesting body of information. It is not definitive, but it does tell a story and point to an area that it might serve facilities well to take a long look at. How many days of service were lost because clients dropped out. I don't know for sure, but it's a good bet that the facilities lost a substantial number of dollars because the empty seats caused by these clients departures created an unused capacity.

* * * *

Central Jersey Report

By Allen Waters

During the Summer '86 issue, Mr. Kelliher, Chief of Rehab Facilities, published an article, "People, Slots and Dollars," which provided the basis for determining the LOS for DVR EE clients. My concern centers around the dollars aspect of the situation.

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In the process of visiting many workshops, one question that seems central to all is when is DVR going to raise the fees in order that workshops can enhance programming, capital improvement, or staffing, etc. However, in reviewing many client files, I find an under-utilization of potential funds that could serve to meet many needs, but most importantly, your LOS which translates into dollars. The reason for the loss of these potential dollars seems centered around the lack of program and fiscal accountability as DVRS clients move through the various phases of Rehab in the workshop, such as Evaluation into WAT into EE. The process is designed for minimum interruption between phase "if" every team member is taking responsibility. Unfortunately, my observations have revealed delays from one phase to the next ranging from two days to six months. This is especially true with clients going from WAT into EE. If the concern is for dollars coming into the facility, can you afford to provide a service for such periods of time and not receive payment?

Recognizing our client-centered approach, it might be beneficial to review your record-keeping system to capitalize on potential dollars that appear to get lost in the paperwork shuffle.

North Jersey Happenings, Recurring Problems

By Carroll Mrowicki

"New York facilities have taken away our contracts" says, one production manager and then another. Why doesn't someone do something about it?

An effort to do something about this recurring problem in the Northern part of our state would be launched if facilities could provide some facts and figures regarding the problem.

If you or someone at your facility has encountered this problem because a New York facility has "low balled" a contract. Please let me know which facility, which customer and contract and what price was used.

A second problem that facilities encounter has to be with contractors who consistently delay their payments. As a specialist who visits a dozen workshops, I see similar contracts in a number of facilities, at times I wonder whether or not some contractors go from facility to facility and delay payments at each one.

Some delays are legitimate, and I see those companies being given due consideration, however, payments that are six months old and are owed by a company that has repeatedly been a late payer (making payment after ninety days) deserve some attention. Perhaps, some publicity is necessary so that all four state's facilities would recognize the repeat offenders.

Enough on problems lets turn our attention to the Bergen-Passaic ARC unit and the new rehabilitation facility building in Elmwood Park, New Jersey Congratulations to Jim Seath and Elaine Gavejion the new facility's director on their new premises and to all the board, staff and members on their 40th Anniversary of providing services. Moving over to Essex County at the Boland Center in Newark, their painting crew is doing fine work. My. Manis informs me that the hearing impaired are particularly fine workers. If anyone has clients interested in painting they should check out this program.

At Highlands' Easter Seals in Franklin their sewing contracts have necessitated the acquisition of additional space in a store

front down the street. Clients I spoke with are particularly pleased to be working on stuffed toys and other items for children.

By now all facilities should have received the final report of the Governor's task force on Services for Disabled Persons. If you have been overlooked you may request a copy from Grace Applegate the Executive Director of the Task Force whose office is located in the Dept. of Labor Building, John Fitch Plaza, Trenton, New Jersey.

* * * *

South Jersey Happenings

By Jim Agre

Congratulations are extended to:

Mr. Max Wallenburg, Executive Director of Goodwill Industries of Southern New Jersey and his staff on achievement of three year accreditation by C.A.R.F.

Mr. Joseph Scardelli, Executive Director of the Occupational Training Center of Camden County and his staff on their achievement of a renewed three year accreditation by C.A.R.F.

Brother James Ridgeon, O.H. President of the Board of Trustees and Mrs. Susan Spies-Buchanan, Executive Director of the St. John of God Community Services and staff on achievement of renewed three year accreditation by C.A.R.F.

The Atlantic County Opportunity Center is in the process of preparing for a survey by C.A.R.F. This is scheduled for late fall of the year. A name change is in process for this organization. The new title for this agency will be the Career Opportunity Development, Inc. A new logo will be Vocational Alternatives for the disabled.

The Executive Director, Ms. Linda Carney, has been appointed to the Governor's Commission on Affirmative Action.

Safety On The Job

Do you hold regular fire drills: Drills for other emergencies?

Are responsibilities assigned to staff: Are alternates assigned in case assigned staff are not available?

Do you have evacuation routes and procedures? Are there searchers? Are there monitors? Are there guards? Are there captains?

Are strict adherences to the procedures followed?

Are drills conducted in an orderly fashion? Is quiet maintained?

Are fire doors closed until evacuation of area occurs? Is there a security force? Are exit drills coordinated? Is a nurse available? Is a doctor available? Do you have a diagram of exit paths? Is there a manual for staff?

Have you contacted your local fire officials and asked their advice in devising evacuation plans?

* * * *

Zip Codes

Did you know that the nine digit zip code program is aimed at holding down the amount of future increases by providing more economic and accurate sorting of the mail and speeds up delivery?

* * * *

Publication Highlights Innovators In Blindness System

NEW YORK -- AFB NEWS, a quarterly publication on blindness and low vision published by the American Foundation for the Blind (AFB), has launched a new series on innovative schools, organizations and agencies in the blindness field.

Recent issues of the newsletter have highlighted programs offered by the Perkins School for the Blind in Watertown, MA, (Winter

1987) and the Arkansas Enterprises for the Blind in Little Rock (Spring 1987).

"The blindness system has a rich and unique history," said AFB Executive Director William F. Gallagher. "We are pleased to recognize those individuals and organizations that have contributed to that history and that continue to impact programs and services for blind and visually impaired people."

AFB NEWS has also featured the new collaborative network between American Indians and the blindness system, the impact of proposed IRS rules on nonprofit activities, as well as trends, new products and legislative issues relating to blindness and visual impairment.

AFB NEWS is available as a free subscription in print and cassette formats. For information, please write or call the Public Relations Department, AFB, 15 West 16th Street, New York, NY 10011; (212) 620-2007.

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News! News! News!

Mainstream, March 1987

Announced a new clothing line by SALK CO., INC. called EXCEPTIONALLY YOURS designs are exclusively for disabled men, women and children. Contact:

The SALK COMPANY
P.O. Box 452
Boston, MA 02134

U.S. NEWS & WORLD REPORT MAY 11, 1987

New grants for state programs that encourage adoption of handicapped and minority children are being developed on Capitol Hill in 1987.

U.S. NEWS & WORLD REPORT MARCH
23, 1987

"The Physically Disabled Traveler's Guide" written by Rod W. Dwgin and Norene Lindsay contains: facts, package tours and travel agents, who specialize in arrangements for the handicapped. The book also features hard to find information on Wilderness Camping for the disabled. (Cost: \$9.95 plus postage \$2.00) Write:

Resource Directories
3103 Executive Parkway
Suite 212
Toledo, Ohio 43606

* * * *

Canine Companions For Independence

(CCI) is a non-profit, tax-exempt organization founded in 1975. CCI trains specially bred dogs to assist people with disabilities other than blindness to live independent lives:

<u>Service</u>	Dogs aid people with orthopedic challenges
<u>Signal</u>	dogs alert the hearing impaired and deaf to crucial sounds
<u>Social</u>	dogs are placed with individual or in institutions as part of PET FACILITIES THERAPY and
<u>Specialty</u>	dogs are trained for seniors or individuals with multiple disabilities.

CCI founder Bonita M. Bergin conceived and pioneered the SERVICE dog concept. For further information write:

Canine Companions for
Independence
P.O. Box 446
1221 Sebastopol Road
Santa Rosa, CA 95402

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Third National Forum On Issues In Vocational Assessment

The Vocational Evaluation and Work Adjustment Association (VEWAA) is pleased to announce the Third National Forum on Issues in Vocational Assessment to be held in Clearwater, Florida, on September 10-12, 1987 at the Holiday Inn-Surfside.

The concurrent multipresenter paper sessions will be centered around the following themes:

I. Vocational Assessment of Special Populations; II. Creative Applications of Vocational Assessment; III. Computer Use in Vocational Assessment; IV. Evaluating Physical Capacities; V. Research in Vocational Evaluation; VI. Present and Projected Practices in Vocational Assessment with Compensable Disabilities; VIII. Training of Vocational Evaluation Personnel; IX. Miscellaneous.

* * * *

Polio Network News

This international newsletter for:

- . polio survivors
- . support groups
- . physicians
- . health professionals
- . resource centers

was created to exchange information, encourage research and promote networking among the post polio community through the International Polio Network (IPN) IPN is coordinated by GAZETTE INTERNATIONAL NETWORKING INSTITUTE (GINI)

the address:
4502 Maryland
St. Louis, MO 63108

314-361-0475

* * * *

Basic DVRS Program

Facilities Quarterly Report 2-87

Traditional

Facility Name	DVRS	Start	Start	Start	Other	Avg D	AvgLg	AvgLg	Wait	Drop	Drop	Drop	Comp	Shelt
	Refer	Eval	WAT	Skill	Spon	Attnd	Eval	WAT	List	Eval	WAT	Skill	Place	Wage
Abilities NW	8	6	1	0	22	5	4.3	0.0	0	1	1	0	2 \$3.35	1 \$1.08
Abilities So.	29	28	18	0	31	70	10.0	18.0	0	10	4	0	5 \$4.35	14 \$0.85
Assoc Craft	39	15	4	3	11	27	7.0	8.0	0	11	4	1	7 \$4.66	6 \$1.15
A C O C	14	12	7	0	2	10	7.6	14.5	3	3	0	0	0 \$5.62	8 \$1.25
August Hoehne	8	4	3	0	34	37	10.0	18.0	0	0	0	0	0 \$0.00	1 \$0.83
Boland Rehab	37	19	3	4	32	36	6.0	18.0	0	3	2	1	1 \$4.75	0 \$0.00
Camden OTC	12	13	12	0	0	24	10.0	18.0	0	1	0	0	3 \$4.00	5 \$0.89
Cuamderland	28	24	10	0	20	32	10.0	18.0	0	12	5	0	2 \$5.18	5 \$0.92
Edison SW	0	0	0	0	11	9	0.0	18.0	0	0	0	0	0 \$0.00	0 \$0.00
Friendship H	35	37	17	0	171	133	10.0	18.0	0	5	2	0	65 \$3.50	10 \$1.47
Goodwill NJ	50	52	23	9	11	90	8.0	18.0	0	13	5	0	11 \$4.50	6 \$2.62
Goodwill So.	14	9	2	0	0	8	9.0	18.0	0	2	0	0	2 \$3.90	3
Highlands	5	4	4	0	31	40	9.0	16.5	0	0	1	0	0 \$0.00	5 \$0.95
H O T C	7	6	6	1	100	90	5.0	8.8	0	4	3	3	7 \$4.96	0 \$0.00
Jersey Cape	13	12	4	0	0	12	9.0	14.0	0	2	0	0	0 \$0.00	3 \$1.47
JVS	31	30	14	0	3	19	8.0	11.0	4	5	2	0	8 \$3.90	6 \$2.08
Joseph Fineman	CLOSED													
Monmouth DWR	20	15	5	1	61	95	6.0	7.5	0	7	5	0	3 \$3.35	6 \$1.09
OC Essex	16	15	29	0	93	129	10.0	18.0	0	5	4	0	2 \$3.85	22 \$1.55
OC Hudson	19	12	23	0	6	13	6.8	20.0	0	5	3	0	1 \$4.00	5 \$1.04
OC Union	17	15	5	0	71	81	8.0	19.0	0	2	2	0	2 \$3.55	15 \$1.15
OTC Handi. CK	7	4	5	0	14	23	7.0	18.0	0	2	2	0	0 \$0.00	3 \$1.49
OTC Burlington	28	27	23	0	3	48	10.0	18.0	0	6	5	0	2 \$3.63	15 \$1.75
OTC Mercer	11	11	8	6	4	30	9.0	18.0	6	3	0	0	5 \$3.50	5 \$0.95
Ocean Co. OC	20	18	5	0	71	64	4.0	6.5	0	3	2	0	4 \$4.18	2 \$1.98
Raritan Valley	11	11	8	0	54	1746	10.0	27.0	0	8	3	0	5 \$3.96	10 \$1.54
St. John of God	3	1	3	2	0	10	10.0	16.0	13	0	0	0	1 \$3.35	0 \$0.00
Salem Co. OC	3	6	4	0	0	11	10.0	18.0	0	3	0	0	0 \$0.00	5 \$1.17
Thrift Shop Un	4	3	4	0	1	7	5.4	10.0	0	0	0	0	0 \$0.00	3 \$1.70
OTC SOMERSET	7	0	3	0	11	27	0.0	6.0	0	0	0	0	0 \$0.00	2 \$2.00
West Essex	43	20	9	0	8	36	5.0	18.0	0	5	14	0	8 \$4.50	16 \$1.35
West Hudson	1	1	1	0	3	0	10.0	9.0	4	0	0	0	0 \$0.00	0 \$0.00
Wrk Opp Ctr	8	8	0	0	42	38	10.0	13.5	0	2	3	0	0 \$0.00	2 \$0.70

State TOTALS	556	438	263	26	921	3000			30	123	72	5	146	\$3.87	184	\$1.32
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Year Ago	764	509	326	23	928	1467			24	130	65	2	125	\$4.19	168	\$1.33
Two Year Ago	728	535	315	51	874	1418			14	194	102	11	103	\$4.07	190	\$1.13
Three Year Ago	767	546	302	50	752	1297			47	176	94	18	121	\$4.00	149	\$1.20
Four Year Ago	796	588	304	59	613	1347			17	170	81	20	103	\$4.07	151	\$1.39
Five Year Ago																

Sheltered DVRS Program

Facilities Quarterly Report 2-87

Sheltered	No. Cl E.E.	A D A E.E.	Wait List	Hour Wage	Clnt Plcd	Wage After	Time in one	in E.E. one-3	in Years Thr-5	Over 5
Abilities NW	46	44	0	\$0.92	2	\$3.75	1	0	1	0
Abilities So	132	125	0	\$0.93	7	\$3.84	3	4	0	0
Assoc Craft	65	45	0	\$1.08	1	\$3.35	1	0	0	0
A C O C	128	93	0	\$1.13	1	\$5.62	0	1	0	0
August Hoehne	79	66	0	\$0.92	1	\$3.50	0	1	0	0
Boland Rehab	85	64	0	\$1.29	0	\$0.00	0	0	0	0
Camden OTC	60	60	4	\$1.19	0	\$0.00	0	0	0	0
Cumberland	73	60	0	\$1.13	0	\$0.00	0	0	0	0
Edison SW	19	15	5	\$1.70	1	\$3.35	0	1	0	0
Friendship H	56	50	0	\$1.47	8	\$3.50	5	3	0	0
Goodwill NJ	45	42	0	\$2.01	3	\$3.50	1	0	0	0
Goodwill So.	58	48	0	\$2.53	0	\$0.00	0	0	0	0
Highlands	50	41	0	\$1.05	5	\$4.10	1	1	3	0
H O T C	41	40	0	\$1.73	0	\$0.00	0	0	0	0
Jersey Cape	55	50	0	\$1.23	3	\$3.50	1	2	0	0
Jewish Voc S	85	29	0	\$1.77	1	\$4.85	1	0	0	0
Joseph Fineman							closed			
Monmouth CVR	61	54	3	\$0.81	1	\$3.35	0	1	0	0
LC Essex	262	216	0	1.25	5	\$3.98	2	1	1	1
OC Hudson	62	48	0	\$1.13	6	\$4.00	3	1	1	1
OC Union	284	255	0	\$1.14	3	\$3.56	3	0	0	0
OTC Handi. CK	130	69	0	\$1.36	2	\$4.50	0	1	0	1
OTC Burlington	121	101	0	\$1.15	3	\$4.60	2	1	0	0
OTC Mercer	118	106	0	\$1.09	1	\$3.35	0	0	1	0
Ocean Co. OC	92	89	0	\$1.00	2	\$4.18	1	0	0	1
Raritan Valley	166	142	0	\$0.95	9	\$3.78	2	5	1	1
St. John of God	50	54	0	\$0.94	0	\$0.00	0	0	0	0
Salem Co. OC	71	61	0	\$1.23	0	\$0.00	0	0	0	0
Thrift Shop Un	34	28	0	\$1.40	1	\$5.20	0	1	0	0
OTC Somerset	50	55	0	\$2.06	0	\$0.00	0	0	0	0
West Essex	97	87	0	\$1.44	5	\$4.75	3	1	1	0
West Hudson	29	20	4	\$0.53	0	\$0.00	0	0	0	0
Work Opp Ctr	113	102	0	\$0.97	4	\$3.78	0	4	0	0
TOTALS	2817	2359	16	\$1.17	75	\$3.79	30	29	9	5